

Credentials Summary

**Frank W Walker
HDA, GDE, FAIAST.**

Manager

Complete Agricultural Consulting Services

*1A Lindeith Court
Sandy Bay
Tasmania 7005
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CREDENTIALS SUMMARY
FRANK W WALKER
HDA, GDE, FAIAST.

Qualifications

Hawkesbury Diploma in Agriculture (HDA) 1961
Graduate Diploma in Extension (GDE) 1974
Certificate of Sheep Husbandry & Wool Science

Memberships

Member of the Australian Institute of Agricultural Science & Technology
Past Corporate member of the AIAST. (AIA).
Past President & Committee Member of the Tasmanian Branch. Status of Fellow within AIAST.

Current Business and Position:

Owner - manager of the business 'Complete Agricultural Consulting Services'

Providing advisory services to Tasmanian primary industry, individual producers and agri-business.

Agricultural Business and Technical experience:

Extent of Operations Experience

As an adviser to Tasmanian agri-business and producers from 1965 to the present time across all industries, except for market gardening, intensive animal industries and protected (undercover) crops.

Complete Agricultural Consulting Services

Main stream of work relates to land use assessments, agricultural enterprise and farm business reviews and damage/loss assessments in horticultural/viticultural and grazing-broad acre farming operations.

Land suitability assessments for various industry operations in SE Tasmania.

Preparation of proofs of evidence. Commenting on same.

Other services are provided as detailed in the attached leaflet.

Some Previous Roles with Department of Primary Industry & Fisheries, Tasmania:

Senior Agricultural Officer (Agricultural Resources): 5 years
Responsible for management of Department of Agriculture's five research stations and associated farming programs, in all plant and animal industries, involving approximately 50 staff and an annual budget turnover of \$3M.
Facilitated procurement of R&D funding from all external sources; managed conditions of grant and research reporting to funding agents. Increased funding intake by \$600,000 over 3 years.

Farm Business Adviser (Southern Region) Hobart.

2 years

Provision of technical and financial information to clients on a fee for service basis. Investment analysis for individual farmers and major industries. Three months secondment to the Tasmanian Development Authority (TDA), reviewing administration of rural lending procedures. Initiated enterprise financial analysis program.

District Advisory Officer, Oatlands and New Norfolk.

12 years

Management of Departmental advisory operations with emphasis on the financial impact of management practices to all industries. Assessed Rural Adjustment Scheme applications for re-financing and farm purchase, reporting to TDA .

Development and implementation of technical programs for horticultural enterprises (including vineyards, essential oils, hops, berry fruit, stone & pome fruit). Livestock and agronomy programs in all districts; soil management works.

Initiated the introduction of oil poppy crop to the Tasmanian midlands in the 1970's; worked closely with GlaxoSmithKline to establish optimum growing programs for local areas.

Other Consulting Activities

- Assessment of impact/financial loss from product damage within commercial orchards in Southern Tasmania.
- Assessment of losses arising from damage to existing and new plantings arising from irrigation failure within a commercial orchard.
- Assessment of site suitability for stone fruit orchards and vineyards.
- Bush fire damage assessments and preparation of proofs of evidence.
- Reports to Councils on rural subdivision proposals.
- Negotiation for outcomes for farmers with Councils and Government Departments.
- Reviewing options to increase farm income.
- Improving broad acre farming returns (grazing enterprises, cereal crop and poppy yields)

Viticulture development

From 1990 with inputs to newly developing vineyards.

Micro nutrient research program with selected Southern Tasmanian vineyards.

Initiated and conducted a workshop with Royal Agricultural Society of Tasmania: "Getting to Grips with Grapes".

Currently one of the three Tasmanian judges for the Vineyard of the Year Competition.

Litigation and Negotiation

Experienced in assessing in-field situations; developing and commenting on proofs of evidence.

Experienced in developing and presenting information/evidence in the Supreme Court and Family Court.

Expert witness in Planning and Appeals Tribunal Hearings.

Negotiated outcomes with Department of Primary Industry on dam assessment matters.

Negotiated insurance damage/loss of income claims.

Other Roles

Woolclassing

Employed with Roberts Stewart & Co. Ltd as a woolclasser in 1962

Export facilitation

Following a review of opportunities, initiated export of possum skins with farmers to new markets.

General Memberships

Athenaeum Club, Hobart. (Professional/Business men's Club)

Past member Lions Club of Sandy Bay.

Orford Golf Club

Hobart Probus

Frank W Walker

Complete Agricultural Consulting Services

SPECIALISING IN:

- **FARM APPRAISAL AND ENTERPRISE SUITABILITY/ASSESSMENT**
- **FINANCIAL PLANS AND MANAGEMENT**
- **WHOLE FARM MANAGEMENT AND RISK ASSESSMENT**
- **LAND USE CAPABILITIES AND CLASSIFICATION**
- **COMPARATIVE FINANCIAL ANALYSIS**
- **DAMAGE AND LOSS ASSESSMENT**
- **LITIGATION - RECOVERY OF LOSSES AND INCOME FOREGONE**
- **PREPARATION OF RESEARCH AND DEVELOPMENT PROPOSALS**
- **DEVELOPMENT AND PRESENTATION OF BUSINESS PROPOSALS**
- **DEVELOPMENT OF INDUSTRY PLANS**

Manager: Frank W Walker, HDA, GDE, FAIAST.

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CONFIDENTIALITY ASSURED IN ALL BUSINESS OPERATIONS

Farm Appraisal & Assessment

- Establishes the suitability of the farm to various livestock enterprises, intensive operations (including vineyards and orchards) extensive cropping programs and business opportunities.
- Development of a farm program within the constraints of the farm to suit your personal needs and lifestyle.

Financial Plans & Management

- Development of enterprise and farm cash flow budgets.
- Management of financial operations on behalf of owners and financiers.
- Development of data for loan applications; assistance in arranging finance.

Whole Farm Planning & Risk Management

- Assistance to develop a Whole Farm Plan for intensive and extensive systems.
- Development of Risk Outlines for existing and new farming systems.

Land Classification

- Assessment of land classification for Councils, Developers; potential use for farming.

Comparative Financial Analysis

- Establish how you rate in terms of returns per hectare, \$ profit per livestock unit carried, profit per labour unit employed and return to capital.
- Assessment of your farming system to improve operations in line with your interests and preferred income level and lifestyle.

Loss & Damage Assessment

- Assessment of losses incurred and income foregone through inappropriate action of a second party (eg. incorrect advice).
- Crop damage from spray drift, inappropriate contractor operations.
- Independent insurance assessments for livestock and crop losses, including fire damage.

Litigation

- Recovery of damages through special arrangements with experienced barristers.
- Representation as expert witness in legal proceedings.

Development of Research & Development Proposals

- Advice on the formulation of proposals to meet the needs of R&D Corporations and other agencies. Specialist in optimum extension program design.

Development and Presentation of Business Proposals

- Professional presentations to business organisations and finance institutions.

Development of Industry Plans

- Identification of industry needs and designing industry development programs and extension plans.